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INFORMATION REPORT INFORMATION REPORT

CENTRAL INTELLIGENCE AGENCY

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COUNTRY	East Germany	REPORT	
SUBJECT	Training School for Medium-Level Foreign Trade Employees	DATE DISR.	19 October 1956
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SOURCE EVALUATIONS ARE DEFINITIVE. APPRAISAL OF CONTENT IS TENTATIVE.

1. Medium-level employees of East German foreign trade agencies are trained in a three-year course at the School for Foreign Trade (Schule fuer Aussenhandel) in Plessow, located in Landkreis Potsdam. The school is under the jurisdiction of the Department for Universities and Technical Schools in the Ministry of Foreign and Intra-German Trade. Upon completion of the course, the individual is titled a Praedikant in foreign-trade economics.
2. High-level officials and commercial representatives abroad are trained at the College for Foreign Trade (Hochschule fuer Aussenhandel) in Staaken near Berlin. Graduates of this college receive the title of Diplom foreign-trade economist. In addition, there is a training course for persons currently active in foreign trade. This course is given at a technical school located on Hamburger Strasse in East Berlin.
3. At the present time a total of 180 students are attending the Plessow school, most of them from DIA organizations, others from industries and trade organizations. Entrance prerequisites are previous employment in trade operations and passing an entrance examination. Originally only members of the SED or FDJ were to be admitted but this had to be rescinded because of a lack of qualified persons. About 15 percent of the students now attending belong to SED or FDJ. The students pay no fees or tuition.
4. The school is under the direction of Otto Kranz, a former member of the Department for Intra-German Trade of the Central Committee of the SED, with 17 instructors. The course is divided into three principal parts: 1.) business administration, political economy, history, and political science; 2.) geography, international business law and foreign trade policies, planning and financing foreign trade, and the organization and techniques of foreign trade; 3.) language training (Russian, English, German), mathematics, and physical training.

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